

# AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

## Annual General Meeting

Friday, February 28, 2020 – 11 a.m.  
Hotel Plaza Valleyfield, Salaberry-de-Valleyfield, Québec

### Minutes

Present: Eleanor Robinson, Vice-President, François Beaudry, Anthony Bilodeau, Caroline Couture, Mario Lacerte, Jessie Rioux, Duane Tolhurst, Michel Boudreault, Ayrshire breeders, special guests, and sponsors.

Secretary: Lucie Lecomte, Administrative Assistant.

Absent: Oliver Balme, Mary Ellen Trueman.

#### **1.0 CALL TO ORDER**

Eleanor Robinson, Vice-President, calls the meeting to order at 11:30 a.m. and welcomes everyone. She indicates that she will preside over the Annual General Meeting due to the fact that the President, Mary Ellen Trueman, is absent.

She thanks the Howick/Huntingdon Ayrshire Club, Ayrshire Canada staff, and the families who agreed to open their farms to visitors.

Congratulations are given to the Production Awards, All-Canadian, and All-Quebec winners.

Mrs. Robinson indicates a few guidelines to follow for the proper conduct of the Meeting and advises the attendees that on page 1 of the 2019 annual report (FR version), it should read "Mary Ellen Trueman, président", and that on page 4 under "Personality of the Year" the year 2018 should appear, as well as the name Cynthia Daoust.

Visual aid (English and French) available on-screen.

Translation: Yves Charpentier

#### **2.0 MEMBER IDENTIFICATION**

Eleanor Robinson asks all members to identify themselves with their voting cards and, having observed more than 25 members' voting cards, declares the Annual General Meeting to be legally constituted.

Joannie Bilodeau / Claude Larocque moves and seconds the opening of the Annual General Meeting.

CARRIED  
2020-0228-005

#### **3.0 NOMINATION OF THE SCRUTINEERS**

Eleanor Robinson asks those in attendance to nominate the Scrutineers.

Jessie Rioux / Andrew Shufelt moves and seconds Guy Boyer as election Chairperson. Patricia Normandin and Julie Viens as Scrutineers.

All motions are:

CARRIED  
2020-0228-006

#### **4.0 READING AND ADOPTION OF THE AGENDA**

Michel Boudreault reads out the agenda and asks whether any items need to be added.

No items need to be added.

François Beaudry / Anthony Bilodeau moves and seconds the adoption of the agenda as presented.

It is pointed out that there are several differences between the on-screen version and the annual report.

CARRIED  
2020-0228-007

#### **5.0 ADOPTION OF THE MINUTES FROM THE MARCH 1, 2019 GENERAL ANNUAL MEETING**

Michel Boudreault quickly reviews the main items from the minutes.

Precision to item 11.0 Nomination of an auditor: It is specified that the Board made the decision to work with KPMG firm rather than with BDO. Holstein Canada was changing auditing firms and we accepted to do the same to facilitate the auditing process.

It is specified that in the case of discrepancies between the on-screen documents and the annual report, it is the annual report that shall always prevail.

It is asked whether there are any questions. No questions.

There is a call to vote.

Mario Lacerte / Richard Lagacé moves and seconds that the minutes from the March 1, 2019 Annual General Meeting be adopted as presented.

CARRIED UNANIMOUSLY  
2020-0228-008

#### **6.0 OLD BUSINESS FROM PREVIOUS MINUTES**

Michel Boudreault explains that the request to make changes to our Bylaws was approved by the Minister of Agriculture and received in September 2019.

Michel Boudreault reads out the resolutions follow-up from the March 1, 2019 minutes.

##### **Resolution #1**

The Toronto Royal is asked to ensure that the scouring of the spaces provided to exhibitors be done completely prior to their arrival onsite. The reasons behind this request being to avoid transmission of diseases, offer better visibility to visitors strolling through the breeders' exhibitions throughout the week, and to preserve the Royal's brand image when it comes to international visitors.

Furthermore, it is asked that there be a better logistic for when Royal exhibitors arrive, including providing the animals with a place to go after hours of transport. It is also asked that the exhibitors travelling for many hours with their animals be treated as a priority upon their arrival, allowing their subjects to rest before passing in front of the judges.

### Follow-up

- The follow-up was done with the Toronto Royal's Dairy Committee.
- Actions were taken to resolve the issues.
- According to the 2019 exhibitors, the situation has greatly improved and has returned to normal.

### Resolution #2

In order to have evaluations that are reliable and representative of the Bedford/St-Hyacinthe Ayrshire Club's reality, it is asked that the association require the various stakeholders, such as the CQRL, Valacta, and the Fédération des producteurs de lait du Québec, to use the data collected on the farms for all genetic evaluations. The Bedford/St-Hyacinthe Ayrshire Club asks the Ayrshire association of Quebec to follow up with the Ayrshire association of Canada.

### Follow-up

- Representations have been done with the Canadian Dairy Network (Lactanet).
- It's the Industry Standards Committee that manages the file and the breed associations are represented on this committee.
- Before being able to use the data collected by robots in the calculation of genetic evaluations, the tool must be accredited by the International Committee for Animal Recording (ICAR).
- The responsibility of accreditation belongs to the robot supplier.
- Currently none of the robots are accredited, regardless of the supplier and regardless of the country.

It is asked whether there are any questions. No questions.

## **7.0 PRESIDENT REPORT**

In Mary Ellen Trueman's absence, Eleanor Robinson reads the report presented on page 14 of the annual report.

It is asked whether there are any questions. No questions.

Patrick Riordon / Mario Lacerte moves and seconds the President report as presented.

CARRIED  
2020-0228-009

## **8.0 GENERAL MANAGER REPORT**

Michel Boudreault presents his report, available on page 15 of the annual report.

It is asked whether there are any questions. No questions.

Josette Boulanez / Claude Larocque moves and seconds the General Manager report as presented.

CARRIED  
2020-0228-010

## 9.0 BREED IMPROVEMENT COMMITTEE REPORT

Andrew Shufelt presents the Breed Improvement Committee report, available on page 17 of the annual report.

It is asked whether there are any questions.

Mrs. Keesha Ness asks why no emphasis is being placed on the fact that fat is more lucrative than protein. Mr. Shufelt explains that these changes happen gradually and that he will retain this item for future discussion.

Mario Lacerte asks what sets the direction the committee takes in terms of sire selection. Thierry Laberge from Ciaq mentions that they are aware that the A2A2 type is becoming more and more significant. If, among the selected sires, there are some A2A2 animals, they will be available to the breeders. He mentions that the number of genomic tests has diminished and requires us to be more active by testing a larger number of animals. The more tests we'll have, the more data we'll have, the more choice we'll have. He specifies that it is also important that the tests be sent to his attention, because when the tests are done via the Ciaq, it allows them to collect and store the results in their database and obtain additional data.

Brian Van Doormaal mentions that it is important to specify that A2A2 milk does not earn more for the moment. Maybe in the future, but no one really knows. Lactanet offers a service of data on the animals via their website. Several simulations can be done based on various criteria. As such, you can obtain breeding suggestions to help you choose your sires and dams.

Claude Larocque: why remove the persistency trait? Andrew: when we increased the percentage of this trait, Brian Van Doormaal informed us that the trait had very little heritability. In light of this information, we modified the percentages of certain traits and removed persistency.

Grant Roy: what impact could diminishing the percentage of the mastitis resistance trait and increasing milking speed have? Brian Van Doormaal shares the percentages in terms of mastitis resistance, milking speed, and temperament. He explains the impact and correlation between mastitis resistance and milking speed, and goes on to say that these 2 traits must appear together in the LPI formula in order to see improvement.

Andrew Shufelt asks Mr. Van Doormaal if the new formula appears to be well composed. Mr. Van Doormaal explains that he will need to perform an analysis before pronouncing himself on the matter. Following his analysis, he will make recommendations to the committee. From there, the GEB (Genetic Evaluation Board) will need to approve the new formula.

Richard Lagacé / Jean-Marc Daigle

moves and seconds the Breed Improvement Committee report as presented.

CARRIED

2020-0228-011

## 10.0 FINANCES

### Guest presentations

Audrey Bélanger, BMO  
François Beaudry, Estrie Richelieu  
Guy Boyer, Lactanet  
Nancy Cameron, Desjardins Entreprise  
Cristiano Cortes, Agrinova  
Karolane Dion Bougie, Cargill  
Élyse Gendron, Holstein Canada  
Thierry Laberge, Semex  
Richard Lagacé, Ciaq  
Simon Le Meudec, Desjardins Entreprise

Hugues Ménard, Sollio Agriculture  
Larry Ness, special thanks for syrup on tables  
Linda Ness, Holstein Canada  
Patricia Normandin, Holstein Québec  
Daniel Ouellet, Centre de recherche et de développement  
de Sherbrooke  
Jean -François Simard, Ciaq - CQRL - Semex  
Thomas Thibeault, 2020 USA National Conference  
Julie Viens, Société d'agriculture de Saint-Hyacinthe

### **Auditor's report.**

## **Audited financial statements**

Michel reads out a portion of the independent auditor's report (first 3 paragraphs).

Reading of revenues and expenses. We need to expand our sources of revenue, because a significant portion (42%) comes from registrations and transfers.

The reimbursements to the provincial clubs have been done, with the exception of the West Club. We are collaborating with them, looking for ways to invest this money in a project adapted to their reality.

Michel mentions that an amount of \$11,288 had to be withdrawn from the assets. This amount was supposed to be reimbursed by the CLGA (Canadian Livestock Genetic Association) following our claim requests for promoting the breed internationally. However, the amount could not be reimbursed. Going forward, our claim requests will be considered surplus revenue and will be processed only once the reimbursements have been received.

It is asked whether there are any questions.

Philippe Marcoux / Jessie Rioux

moves and seconds the financial statements and auditor's report as presented.

CARRIED  
2020-0228-012

## **11.0 NOMINATION OF AN AUDITOR FOR 2020**

Attendees are asked whether they wish to nominate an auditor. The Board recommends accounting firm KPMG.

François Beaudry / Claude Larocque

moves and seconds to nominate KPMG firm for the financial statements ending November 30, 2020.

CARRIED  
2020-0228-013

## **12.0 RESOLUTIONS**

### **Resolution # 1**

- The Bois-Francis Ayrshire Club proposes that the results of each Ayrshire classification day be posted promptly on the Ayrshire Canada website, as is the case with the Holsteins.

The Board of Directors supports this resolution.

Frédéric Grandjean / Alexandre Beauchemin

moves and seconds the resolution as presented.

There is a call to vote.

CARRIED BY MAJORITY  
2020-0228-014

## **Resolution # 2**

### **Show Committee**

- Whereas the animal shows and fairs represent a showcase for the breed's promotion;
- Whereas the high costs that the fairs entail, both for the breeders and for the association;
- Whereas exhibitors make every effort to offer a high-quality show;

It is requested that the employee from the Société Ayrshire du Québec or Ayrshire Canada who is present at the exhibitions share the show results live, to inform members and future buyers interested in the breed. It is therefore important that the AssistExpo software application be filled in as the show unfolds. In addition, it is suggested that a Facebook post be published at the beginning of the day to share the link to these results, and that some photos be added at the end of the fair to show the animals.

Alexandre Beauchemin/ Neil Kittle moves and seconds the resolution as presented.

There is a call to vote.

CARRIED BY MAJORITY  
2020-0228-015

## **Resolution # 3**

### **Appalaches Ayshire Club**

- Whereas more and more data are available online;
- Whereas breeders are now increasingly working with applications and software;
- Whereas it is increasingly difficult to be profitable as an association;

Ayrshire Canada is asked to assess breeders' interest in the possibility of printing communications sent by the Association themselves (registration, invoices, account statement, etc.). The Association is also asked to assess the economic impact that these changes may have.

Joannie Bilodeau / Anthony Bilodeau moves and seconds the resolution as presented.

It is asked whether there are any questions. No questions.

There is a call to vote.

CARRIED BY MAJORITY  
2020-0228-016

It is asked if there are any other resolutions. No other resolutions.

Adjournment for coffee break: 1:05 p.m.  
Return: 2:20 p.m.

Michel Boudreault thanks the sponsors.

### **Mrs. Élyse Gendron, Holstein Canada**

Summary of items discussed:

- Happy to be attending the AGM that is taking place in her region.
- The number of our classifications has increased.
- Holstein Canada is happy to be working with Ayrshire Canada.
- Agreement signed with them for 3 years (registration and accountability service).
- New software with Lactanet - Compact (55 Ayrshire breeders registered).
- In the process of recruiting for the new General Manager seeing as Ann Louise Carson will be leaving shortly.
- Holstein Canada's AGA will be held in Saskatchewan this coming April.
- The importance of working together for the good of the industry.

### **Mr. Guy Boyer, Lactanet**

Summary of items discussed:

- Collaborate more closely with us.
- Objective: to increase production and efficiency, all while diminishing production costs.
- Twelve (12) producers have already benefitted from this collaboration.
- Financial support is available in Quebec for this collaboration.

### **Mr. Thomas Thibeault, 2020 USA Convention**

- The 2020 USA Convention will be held June 30 to July 4 in Vermont at the Double Tree Convention Hilton.
- Activities for youths, such as competitions, reception, gala, farm visits, and more.
- New competition for youths: Ayrshire Youth Grand Prix.
- National sale.
- Belt buckles for sale to help finance the convention (special price if purchased today).

### **Daniel Ouellet, researcher at the Centre de recherche et développement de Sherbrooke**

- Research began in 2019.
- Introduction of everyone involved in the project.
- The goal of the project is to verify if the current rations, which were established based on Holstein (which is bigger in size), should be the same for Ayrshires.
- Agrinova is overseeing the project insofar as the commercial herds are concerned (18 farms are involved, including more than 100 cows with adapted rations).
- The protein and energetic metabolism study is being done in Sherbrooke.
- Explanation of the project phases that have been completed or that are in process.
- The first project will be completed in one month, give or take.

It is asked whether persistency, lactation cycle, and all components are included in the analysis and research. Mr. Ouellet confirms that all these factors are included.

Cristiano Cortes mentions that a visit to the Centre de recherche de Sherbrooke is slated for March 18 and that everyone is welcome. Other information to follow shortly.

#### **14.0 CORRESPONDENCE**

No correspondence.

#### **15.0 NOMINATION OF THE 2021 ROYAL AND SUPREME DAIRY SHOW JUDGES**

It is asked to proceed with the nomination of the 2021 Royal and Supreme Dairy Show judges.

Yves Charpentier explains the way to proceed with these nominations.

##### **Royal (2020 judge and the names that received the highest number of nominations from voting exhibitors)**

2020 judge: Mark Rueth (USA, winner of last year's vote).

Most popular names already written on the 2021 voting ballots: François Beaudry – Jeff Stephens.

Yves Charpentier mentions that Peter Rossiter and David Wallace were on the voting ballots last year, along with Mr. Rueth.

Attendees are asked to nominate a third person to add to the voting ballot.

##### **PROPOSITIONS:**

Larry Ness / Jean-François Simard

moves and seconds Mrs. Molly Sloane (judge at the 2016 Madison World Ayrshire Conference)

CARRIED  
2020-0228-017

No other propositions.

##### **The names listed on the 2021 Royal voting ballots are:**

François Beaudry, Jeff Stephens, and Molly Sloane.

##### **Supreme Dairy Show (names that received the highest number of nominations from voting exhibitors)**

Date: August 19 and 20, 2020.

2020 judge: unknown at the moment.

- We have a rule in place stating that a judge can not officiate two major shows in the same year;
- Jean-Philippe Charest was supposed to judge the 2020 Supreme Dairy Show. However, because he is a Spring Show judge, he is not allowed to judge the Supreme.

##### **The names listed on the voting ballots are:**

François Beaudry, Richard Lagacé, and Jeff Stephens.

Exhibitors will soon receive a voting ballot to nominate the 2020 judge.

Mr. Jean-Phillippe Charest will be the judge in 2021.

## **16.0 NEW BUSINESS**

No new business.

A reminder of the dates and locations of the farm visits.

Spaces for rent at the Association's head office.

Picnic organized by Ayrshire Québec on July 25 by the Appalaches Ayrshire Club – Ferme Bellevue du Lac.

Ayrshire production auction at Ferme Bilori on March 20.

Elite sale on April 23: Mario Lacerte will oversee the organization of this sale. Fifteen or so animals will be for sale. Contact us for any information or purchases.

## **17.0 ADJOURNMENT OF THE MEETING**

Grant Roy / Steve Lacroix

moves and seconds the adjournment of the meeting at 3:30 p.m.

CARRIED  
2020-0228-018